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1. ☐ 6/6/1 (Item 1 from file: 15)

03434409 1510358971

****USE FORMAT 7 OR 9 FOR FULL TEXT****

Using value-chain analysis to discover customers' strategic needs

Word Count: 3639

2008

Descriptors: Consumer attitudes; Studies; Strategic planning; Business to business commerce; Value chain

Classification Codes: 7100 (CN=Market research); 9130 (CN=Experimental/Theoretical); 2310 (CN=Planning)

Print Media ID: 19286

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2. ☐ 6/6/2 (Item 2 from file: 15)

03317919 1398349881

****USE FORMAT 7 OR 9 FOR FULL TEXT****

Demand-Driven is an Operational Strategy

Word Count: 3393 **Length:** 7 Pages

Nov/Dec 2007

Geographic Names: United States--US

Descriptors: Supply chain management; Demand; Value chain; Organizational change; Market strategy; Business metrics

Classification Codes: 9190 (CN=United States); 5160 (CN=Transportation); 2310 (CN=Planning); 7000 (CN=Marketing)

Print Media ID: 16142

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3. ☐ 6/6/3 (Item 3 from file: 15)

03101078 1077913831

****USE FORMAT 7 OR 9 FOR FULL TEXT****

The Four Powers of Design: A Value Model in Design Management

Word Count: 3435 **Length:** 11 Pages

Spring 2006

Geographic Names: United States--US

Descriptors: Product design; Strategic management; Value chain; Business models; Balanced

Scorecard

Classification Codes: 9190 (CN=United States); 7500 (CN=Product planning & development); 2310 (CN=Planning)

Print Media ID: 46086

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4. 6/6/4 (Item 4 from file: 15)
03055237 904072231

****USE FORMAT 7 OR 9 FOR FULL TEXT****

Breaking Out of Lock-In: Insights from Case Studies into Ways Up the Value Ladder for Indian Software SMEs

Word Count: 9955 **Length:** 22 Pages

Oct-Dec 2005

Geographic Names: India

Descriptors: Studies; Small & medium sized enterprises-SME; Software industry; Client relationships; Organization development; Value chain

Classification Codes: 9130 (CN=Experimental/Theoretical); 9520 (CN=Small business); 8302 (CN=Software and computer services); 9179 (CN=Asia & the Pacific); 2500 (CN=Organizational behavior)

Print Media ID: 11225

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5. 6/6/5 (Item 5 from file: 15)
02995243 951882691

****USE FORMAT 7 OR 9 FOR FULL TEXT****

REALIZING THE POWER OF INNOVATION WEBS

Word Count: 3594 **Length:** 8 Pages

Dec 2005

Geographic Names: United States--US

Descriptors: Intellectual property; Innovations; Information technology; Value chain; Business models; Strategic management

Classification Codes: 9190 (CN=United States); 2310 (CN=Planning); 5220 (CN=Information technology management)

Print Media ID: 52738

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6. 6/6/6 (Item 6 from file: 15)
02962648 913596311

****USE FORMAT 7 OR 9 FOR FULL TEXT****

Increasing Private Equity Deal Flow With An Indirect Channel Strategy

Word Count: 1211 **Length:** 2 Pages

Oct 2005

Company Names:

Bywater Inc (NAICS:541611)

Westbury Group LLC (NAICS:541611)

Geographic Names: United States--US

Descriptors: Investment advisors; Best practice; Value chain; Buy sell agreements; Acquisitions & mergers

Classification Codes: 9190 (CN=United States); 8130 (CN=Investment services); 3400 (CN=Investment analysis & personal finance)

Print Media ID: 18180

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7.  6/6/7 (Item 7 from file: 15)

02766068

669370441

****USE FORMAT 7 OR 9 FOR FULL TEXT****

THE TOP 10 SUPPLY CHAIN MISTAKES

Word Count: 4583

Jul/Aug 2004

Geographic Names: United States; US

Descriptors: Guidelines; Problems; Supply chains; Distribution channels; Value chain; Failure

Classification Codes: 9190 (CN=United States); 5330 (CN=Inventory management); 7400 (CN=Distribution); 9150 (CN=Guidelines)

Print Media ID: 57034

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8.  6/6/8 (Item 1 from file: 2)

05948360

Title: Information technology in operations management: a theory-of-constraints approach

Country of Publication: UK

Publication Date: May 1995

Descriptors: constraint theory; information technology; investment; management science; resource allocation

Identifiers: information technology; operations management; constraint theory; organization; resource management; throughput-driven business policy; capital investment; production activity; portfolio analysis model; stakeholder analysis; value chain

Classification Codes: C1290 (Applications of systems theory)

INSPEC Update Issue: 1995-019

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